



BOARD OF SUPERVISORS  
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Name:** Fire  
**Department No.:** 031  
**For Agenda Of:** September 12, 2023  
**Placement:** Administrative  
**Estimated Tme:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

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**TO:** Board of Supervisors

**FROM:** Department Mark A. Hartwig, Fire Chief / Fire Warden, 805-681-5500  
Director(s)  
Contact Info: Anthony Stornetta, Deputy Fire Chief of Operations, 805-681-4202

**SUBJECT:** Request for Waiver of Competition in Purchase of Structural Firefighting Personal Protective Equipment from Allstar Fire Equipment

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**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Purchasing

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Chief Procurement Officer, the County Purchasing Agent, to procure approximately 200 Lion Structural Firefighting Turnouts in an amount not to exceed \$783,000 over the course of the next two years from Allstar Fire Equipment, not a local vendor, without conducting a formal bid process; and
- b) Determine that the proposed action does not constitute a "Project" within the meaning of California Environmental Quality Act (CEQA), pursuant to Section 15378(b)(4) of the CEQA Guidelines, because it consists of the creation of a government funding mechanism or other government fiscal activities, which does not involve any commitment to any specific project which may result in a potentially significant impact on the environment.

**Summary Text:**

Pursuant to County Code Section 2-39, the Fire Department is requesting that the Board of Supervisors waive the requirement for a competitive bid for the purchase of approximately 200 structural firefighting turnouts from Allstar Fire Equipment.

These structural firefighting turnouts have been trial tested and utilized by the Santa Barbara County Fire Department (SBCoFD) for 12 years. After a rigorous testing and a wear trial process by multiple firefighters spanning several months, it was determined that this specific vendor and specification would meet the needs of SBCoFD. According to the National Fire Protection Agency and manufacturer guidelines, many of our Firefighters turnouts are at their safety lifespan. These turnouts will be issued to all safety personnel that fall into that category to include Chief Officers, Captains, Engineers, and Firefighters. In addition, these turnouts will be purchased for new firefighter recruits hired by the department. These turnouts are specifically designed with particular specifications for SBCoFD firefighters to meet the demands and vast array of emergencies that SBCoFD firefighters respond to.

**Background:**

Structural turnouts are required Personal Protective Equipment (PPE) for the purpose of not only responding to structure fires but additionally to vehicle accidents, hazardous materials (HAZMAT) spills, confined spaces and Urban Search and Rescue (US&R) incidents. Structural turnouts are critical to the operations and safety of firefighters and must function in a wide variety of environments. The Lion turnouts have proven superior in side-by-side comparisons performed by the Santa Barbara County Fire Department when compared with turnouts from a number of manufacturers that were tested in various environments. Currently, all personnel are in Lion turnouts. It has taken several years with several purchases to completely outfit the entire department with a single brand and type of turnout. Currently some personnel only require a coat or a trouser to be replaced. The two components of the turnout suit are designed to complement each other to ensure that all body parts are covered to prevent firefighter injury. Going with a new vendor would require those who only need a coat or trouser to get an entire new set, at greater expense to the department.. Additionally, it can take many months to train a firefighter on a new set and type of turnouts. Changing vendors would require months of training and increase the potential for injury.

After evaluations and reviews by the Department’s Structural Firefighting PPE Committee and the Executive Chiefs, it was determined that the best course of action would be to continue purchasing the same structural firefighting turnout that can only be purchased through Allstar Fire Equipment. This would ensure continued operability with the current turnouts while providing safe, reliable and required Personal Protective Equipment for personnel within the Department. Allstar is the sole source for Lion’s NFPA compliant Lion brand turnouts for the municipal fire service market in California.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

The FY 2023-24 Adopted Budget includes \$500,000 for the purchase of approximately 125 sets of replacement turnouts and new hire turnouts. Allstar has provided a quote that is effective for two years (expiring on July 31, 2025) which will allow the department to purchase up to an additional 75 sets of turnouts in FY 2024-25.

**Special Instructions:**

Please send a certified copy of the minute order to the following:

Courtney Stockton, Fire Department  
County Purchasing Agent

**Attachments:**

Attachment A – Allstar Equipment Sales Quote Dated August 7, 2023

Attachment B – Lion Authorized & Approved Sole Source Distributor Letter

**Authored by:**

Captain Jeremy Camacho

**cc:**

Shawna Jorgensen, Chief Financial Officer

Anthony Stornetta, Deputy Fire Chief of Operations

Sergio Sanchez, Support Services Division Chief

Diane Sauer, Finance Manager